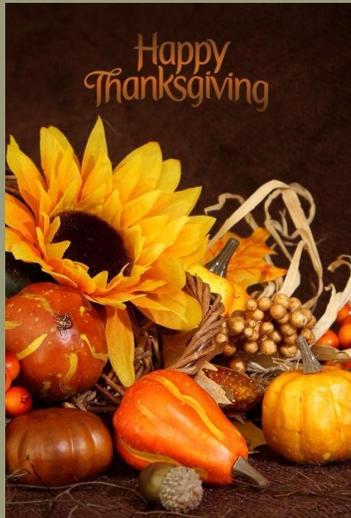


November 2019
Newsletter



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Quality Sales will be closed on November 28th for Thanksgiving Day

NEW AT QUALITY SALES:
Seneca Premium Cocktail Cherries



Daily's Pork Belly Bacon & Cheese Burger
Daily's Pork Belly Slider



Mrs. Friday's Lobster Sensations



WELCOME THE NEW ROARING TWENTIES AT OUR BASH

November starts the holiday season: Parties, special events, family gatherings are all opportunities for restaurants.

Even though last month has been slow for most businesses, November and December promise to get things going as people

participate in holiday bazaars, winter festivals and lots of shopping.

Our 22nd Annual Customer Appreciation Bash will be held on December 12, 2019. Our theme this year will be **"Roar into the Twenties with us"**

Our Bash will kick off this month with an exciting

catalog of flyers. This catalog will feature many new items as well as old favorites. Be sure to take advantage of the discounts in this book to supply your menu and holiday parties.

RECIPE: MEDITERRANEAN STUFFED MUSHROOMS

Serve as an elegant appetizer or use them to dress up your holiday buffet

INGREDIENTS:

- 16 oz Cream cheese, softened
- 8 oz Feta cheese, crumbled
- 2 tsp Garlic, minced
- 2 fl oz Olive oil
- 68 ct Portobello mushrooms, medium
- 40 oz **Simplot Good Grains™: Ancient Grain and Kale Blend 6/2.5lb (#35046)**
- 6 oz Sun-dried tomatoes, minced

INSTRUCTIONS:

1. Preheat oven to 350°F. Stem the mushrooms and reserve. Chop the stems coarsely, and sauté in the olive oil and garlic in a medium skillet for approximately 3 minutes or until cooked through.
2. Add sun-dried tomatoes and grain blend,

stir to combine, cook through. Remove from stove and cool for 10 minutes.
3. Add remaining ingredients and stir until well combined. Fill each mushroom cap with one scoop (1 oz) of filling and place on a half sheet pan. Bake for 10 minutes or until mushrooms are just starting to weep.



NEW TECHNOLOGY USES AN APP TO STAFF YOUR RESTAURANT

What's new in labor-management technology? Here's a solution for restaurant owners who need to staff a last-minute catering function or who must replace an experienced cook on a busy Friday night.

Food Service Director magazine recently featured an article about **Pared**. Co-founders Will Pacio and Dave Lu launched Pared in 2016 in San Francisco. Pared is an app that helps connect foodservice jobs with workers. They now operate in New York as well. Their initial goal was to solve for immediate, unexpected staff no-shows, but they found that operators were most often interested in the more regular staffing solution that Pared's business model provided.

Hospitality workers using the app to find gigs are categorized as independent contractors and are responsible for paying their own insurance fees. For operators, the app's fees start at \$21.95 an hour per worker, which varies based on the type of business and geographic location. The workers, known as Pared Pros are paid by Pared and their wages last year averaged \$19.66 per hour.

According to the Pared website:

- *Pared's platform is all about matching Pros to gig opportunities.*
- *A Pro can earn \$30 per hour from a busy restaurant that desperately needs last minute staff and is willing to pay for the pro's skills.*

- *Those that continue to work on Pared find more value in the platform over time as they build up their reputation and skills.*
- *Restaurant operators rate Pros which helps them get access to more gigs.*
- *Pros learn skills which unlock new roles for them. More roles and gigs means more income. Those Pros who stay on Pared longer make more money. Pros who have worked on Pared for 18 months make 75% more on average than when they first started.*
- *Pros prefer to work primarily on the Pared platform instead of balancing two or three jobs to make ends meet. We've heard from so many of our Pros how thankful they are to be able to spend more time with their families and loved ones now because of Pared. Others tell us how they are now able to travel the world knowing they have income they can rely on when they return.*



Of course, free-lance hospitality workers using this type of platform become part of the new gig economy. The trend toward a gig economy has begun. A study by Intuit predicted that by 2020, 40 percent of American workers would be independent contractors.

CUSTOMER APPRECIATION BASH: DECEMBER 12, 2019

Join Quality Sales this December for our Annual Bash when we "Bring in the Twenties with a Roar". There will be door prizes and awards, but you must be present to win.

A. BALLOON POPS: Pop the balloon to discover your prize!

To qualify for balloon pop:

- Must be the owner of your restaurant or owner approved recipient
- Must be present to win

B. DOOR PRIZE DRAWINGS: For all attendees.

C. CUSTOMER AWARDS: To be considered for customer awards:

- Must be present to win
- Must be a customer at least 1 year

D. ONE NOVEMBER BASH AWARD: To be considered for November Bash Award:

- Must be present to win
- Had an increase in November 2019 sales compared to November 2018
- Purchased new items and supported our Food Show Book



MYSTERY PRIZES, NEW AWARDS AND MORE!